

# Con Edison Commercial and Industrial Energy Efficiency Program



# Discussion Overview

- Benefits, Eligibility & Team Members
- Program Components
- Project Incentives & Energy Studies
- Additional Program Attributes, Tools & Resources
- Process Overview
- FAQ
- Q&A

# Benefits For the Con Edison Customer

- Reduced Replacement Costs
- Identify EE Opportunities
- Reduced Operating Costs
- Infrastructure/Value Enhancements
- Carbon Footprint Reduction
- Codes/LEED/Energy Star
  - Alignment & Compliance Ratings

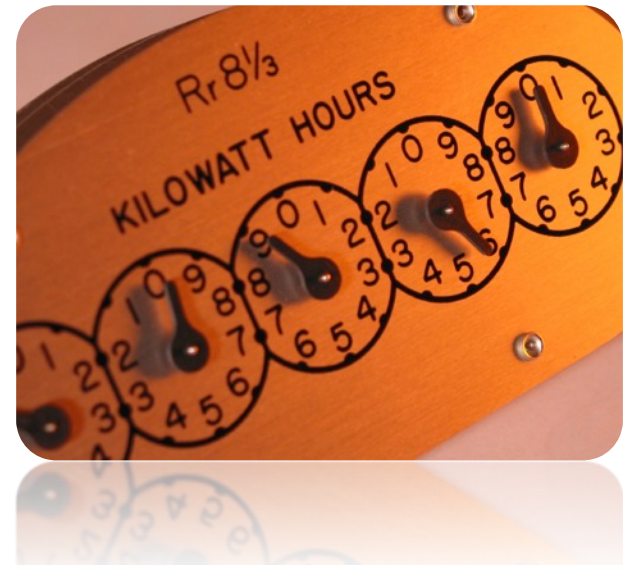


# Selected Local Laws and Regulations

- **LL 84** - Benchmarking the Energy & Water Efficiency of Buildings
- **LL 85** - NYC Energy Conservation Code
- **LL 87** - Energy Audits and Retro-commissioning
- **LL 88** - Lighting Upgrades and Sub-metering
- **PlaNYC** - Green House Gas Emissions

# Customer Eligibility

- Con Edison directly metered Commercial or Industrial customer in an existing building who pays the applicable gas or electric System Benefits Charge



# The Program Team

- Con Edison C&I Energy Efficiency Team
  - Program Management and Account Executives
- Lockheed Martin Team
  - Marketing, Operations, Engineering and Administration
- Market Partner Network
- Con Edison Customers

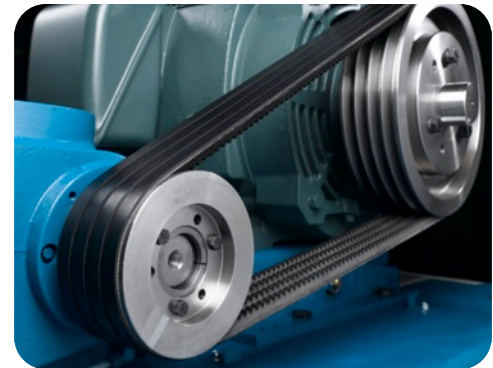
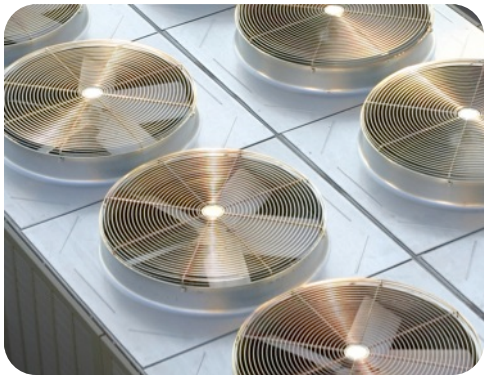
# C&I Program: Three Major Components

- Rebates for Equipment Upgrades
- Performance-based Custom Incentives
- Energy Efficiency Technical Studies

# Incentives Overview

- **Equipment Rebate Program**

- **Electric:** High Efficiency Lighting, HVAC, Heat Pumps, De-lamping, Controls, Motors, VFD's, and more
- **Gas:** Furnaces, Boilers, Envelope, Infrared Heaters, Heat Exchangers, Controls, Process Heating, Tune-ups, and more





# Incentives Overview

- **Custom Program**

- Performance based incentives
- \$.08 to \$.12/kWh and \$1 to \$2/therms projected to be saved in the first year

- **Energy Efficiency Study**

- Co-funded technical studies to evaluate energy used in a facility and the recommended steps that can be taken to increase efficiencies

# Energy Efficiency Studies

- New energy efficiency studies can be co-funded
  - Electric or Gas only: 50% up to \$50,000
  - Electric and Gas: 50% up to \$67,000
- Energy efficiency studies must be ASHRAE Level 3 equivalent
- Existing studies up to 2 years old may be used, and up to 5 years old with updated costs
- A study is not required for prescriptive equipment measures
- Pre-approval of energy efficiency studies is required

# Additional Program Attributes

- Simple submittal and review process
- Single-point of contact
- Use and distribution of the XACT tool
- Prompt payment process
- No Measurement & Verification (M&V) required
- Market Partner Network

# Market Partner Network

- A network of contractors, distributors, architects, engineers, energy consultants, and other suppliers of energy efficient equipment and services
- Market Partners assist Con Edison customers with applying for incentives, supporting their application process and providing solutions to energy problems
- Customers are NOT required to work with a Market Partner to receive an incentive



# How to Locate C&I Market Partners

- Search the online Market Partner database

The screenshot shows the conEdison Market Partner Network website. A search for 'Electrical Contractor' has been performed, resulting in a list of four companies. The first company, 'AAA Complete Building Services, Inc.', is highlighted with a red box. A red line connects this box to a larger, detailed view of the company's contact information on the right side of the slide.

**Company Contact Information**

AAA Complete Building Services, Inc.  
2101 Wisconsin Avenue NW  
Washington, DC 20007  
[www.completebuildingservices.com](http://www.completebuildingservices.com)  
202-625-4215  
Email: [ben@denahoe.com](mailto:ben@denahoe.com)

Company Contact Information	Company Business Type	Services	Equipment Specialty
AAA Complete Building Services, Inc. 2101 Wisconsin Avenue NW Washington, DC 20007 <a href="http://www.completebuildingservices.com">www.completebuildingservices.com</a> 202-625-4215 Email: <a href="mailto:ben@denahoe.com">ben@denahoe.com</a>	Electrical Contractor Mechanical Contractor Manufacturers Rep Engineer	Energy Analysis HVAC Refrigeration Compressed Air Systems Lighting	Lighting and Controls Chiller Systems Air-Compressors Package HVAC Units Air Source Heat Pumps Electric Motors Refrigeration Equipment HVAC Controls Geothermal Heat Pumps EMS or BAC Systems
Advanced Building Performance, Inc. 11225 Hurdle Hill Drive Potosi, MO 20854 <a href="http://www.advancedbuildingperformance.com">www.advancedbuildingperformance.com</a> 301-299-7862 Email: <a href="mailto:tseng@advancedbuildingperformance.com">tseng@advancedbuildingperformance.com</a>	Building Performance Energy Optimization Sustainable Design	Energy Audits and Analysis HVAC Lighting Commissioning Measurement and Verification	Lighting and Controls Chiller Systems Package HVAC Units Air Source Heat Pumps HVAC Controls Geothermal Heat Pumps EMS or BAC Systems
Advanced Power Control, Inc. 126 Sandy Drive Newark, DE 19713 <a href="http://www.adv-power.com">www.adv-power.com</a> 202-268-0443 Email: <a href="mailto:sdight@adv-power.com">sdight@adv-power.com</a>	Other Controls Contractor	Building Design Energy Audits and Analysis HVAC Systems Recommissioning Lighting Design Lighting	Lighting and Controls Chiller Systems EMS or BAC systems
Allen & Shariff Engineering 7051 Deepage Dr. Columbia, MD 21045 <a href="http://www.allenshariff.com">www.allenshariff.com</a> (410) 381-7100 Email: <a href="mailto:sruel@allenshariff.com">sruel@allenshariff.com</a>	Engineer	Building Design Energy Audits and Analysis HVAC Systems Recommissioning Lighting Design	Lighting and Controls Chiller Systems Process Improvement Package HVAC Units Air Source Heat Pumps Electric Motors HVAC Controls Geothermal Heat Pumps

Database offers a filtered search by:

- Company business type
- Service offered or equipment sold
- Company name

# XACT Tool

- The XACT project calculation tool provides instant energy savings and incentive estimates

Measure Description	Controlled	Incentive Amt	Building Type	Project Data	
				Number of Units	Total Project Cost
000240 T8s Reduced Wattage Lamps Replacing T12s			Family Common Area	2	\$122.60
000220 T8s Reduced Wattage Lamps Replacing T12s			Family Common Area	97	\$5,618.05
000222 T8s Reduced Wattage Lamps Replacing T12s		\$40.00	Family Common Area	103	\$6,313.80
000610 CFLs CFL ≤ 32 Watts 9 Watts			Family Common Area	64	\$1,485.66
000612 CFLs CFL ≤ 32 Watts 15 Watts		\$1,940.00	Family Common Area	15	\$345.74
000614 CFLs CFL ≤ 32 Watts 27 Watts		\$2,060.00	Family Common Area	1	\$23.05
000612 CFLs CFL ≤ 32 Watts 15 Watts			Family Common Area	6	\$443.21
000614 CFLs CFL ≤ 32 Watts 27 Watts		\$256.00	Family Common Area	33.00	2,437.63
001102 Custom Induction Fixtures Existing Lamp 201		\$60.00	Family Common Area	9.00	4,855.41
		\$4.00			
		\$24.00			
		\$132.00			
		\$450.00			

# Project Submittal/Approval Process:

- Define project scope:
  - 2011 Capital/R&M Budgets
  - XACT tool – PM/Engineering Staff
  - Market Partner Network
- Submit application
- Pre-install inspection/offer letter
- Project complete/post-install inspection
- Check received (4-6 weeks)

# Frequently Asked Questions

- How do I submit an efficiency project to the program?
  - Complete the program application and spreadsheet (as needed).
- What are the differences between the C&I program and the Small Business Direct Install Program?
  - Smaller Commercial Customers (average peak monthly demand 100kW or less) can participate in the C&I Program or the Small Business Direct Install program – whichever offers the most favorable incentive to the customer.
  - The C&I Program offers more measures, including gas incentives.



# Frequently Asked Questions

- What are the differences between the C&I program and the Multi-Family Energy Efficiency Program?
  - The Multi-Family Energy Efficiency Program offers gas and electric incentives for 5-75 unit buildings.
  - Common space system improvements in multi-family buildings of more than 75 units may qualify under the C&I program.
- Does New York State Energy Research and Development Authority (NYSERDA) offer similar programs?
  - Yes. Use the different programs to your customer's best advantage. The only restriction is that customers cannot receive incentives from Con Edison and NYSERDA for the same measure.

# Frequently Asked Questions

- Do government buildings qualify for the C&I Program?
  - State, County, and local government buildings typically do not qualify.
  - Federal buildings do qualify.
- How long does it take to get an incentive check?
  - The customer will receive a check approximately 4 to 6 weeks after final inspection.

# Program Contact Information

- Call us at 1-877-797-6347 for more information on the C&I Energy Efficiency Program
- Email us at [conedci@lmbps.com](mailto:conedci@lmbps.com)
- Download forms and applications at [conEd.com/energysavings](http://conEd.com/energysavings)

# Thank You!

